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DAIRYMEN'S LEAGUE COMPLETES ANOTHER YEAR

More than ten thousand dairy farmers, members of the Dairymen's League Cooperative Association, Inc., attended the annual meeting of the association in New York City, June 18.

The president of the association, in his annual address, stated that the organization had accomplished four things of great value to the members; 1. It had succeeded in guaranteeing a market. No member of the association is ever without a place to market his milk. 2. It had raised the price level. 3. It had eliminated the possibility of loss because of nonpayment by buyers. 4. It had evolved a plan for distributing equitably the burden of the surplus.

He called attention to the fact that when the marketing association first started out, 29% of the milk received was sold for city distribution, whereas now 76% of the milk delivered by the members is marketed as Class 1 and Class 2 milk.

Conditions under which the milk marketed by the association is handled, have been improved so that a very large part of the milk now delivered to the association is of a quality sufficiently high to permit its being used for city distribution. The association made its best record when on June 6, 1925, it shipped into New York City 22,350 cans of milk.

During the year the association built 12 new country plants and purchased 47 plants. At the time of the annual meeting the number of plants controlled by the league was 225. Part of these are owned and part are rented.

In speaking of the future, the president said, "We are going to provide a place for the women to participate in our local work.... With this thought in mind we have established a home department through which we anticipate great things. The women will work with us in planning and carrying out programs that will be most interesting."

The treasurer of the association reported that the lands, buildings and equipment owned by the association were valued at more than \$10,000,000. The total funded debt, which was principally certificates of indebtedness held by members, was \$11,086,391.

Net sales for the year ending March 31, 1925, were reported as \$61,862,194. Operating, selling, and general expense was \$1,060,940, and plant expense, \$8,519,357. The amount distributable to members for the year was \$47,349,976.

CINCINNATI COOPERATIVE PURE MILK ASSOCIATION PRESENTS REPORT

In the opinion of the management of the Cooperative Pure Milk Association, Cincinnati, Ohio, the organization passed the turning point in its career in 1924 and is on the road to success. It was stated at the annual meeting of the association, held June 11, that while 1924 was the most strenuous year in the history of the organization, the association is now making money. During the year ending March 31, 1925, 109,327,018 pounds of milk were sold and the producers were paid \$2,445,830 for the same.

Expenses for the year amounted to \$47,857, the largest single item being \$17,076 for interest on certificates of indebtedness. A net profit of \$14,457 resulted from the business activities of the year.

The membership had an equity amounting to \$705,778 in the association on March 31. This was made up largely of outstanding certificates of indebtedness and subscriptions for such certificates.

This association has an option for the purchase of shares of stock of the French Bros. - Bauer Co., an old established company engaged in the distribution of milk and allied activities in Cincinnati. The stock is being paid for on the installment plan. According to the plan of payment, the Cooperative Pure Milk Association will be in complete control of the distributing company at the end of nine years.

During the past business year the association received 264 new members and had but 229 withdrawals. Nineteen of the latter reconsidered their action. Forty-nine of those withdrawing had sold their farms or gone out of the dairy business.

Plans for the new year include the admission of cream shippers upon the payment of a \$3 membership fee.

Cooperative cow testing associations are to be formed around receiving stations with the purpose in mind of reducing the cost of producing milk while producing a higher grade article.

It was announced that henceforth it would be the policy of the management to ignore the attacks of its enemies and to ask members to put their shoulders to the wheel with the purpose of securing more business.

Following a discussion of the subject, the membership approved the plan of grading milk, effective June 1. In urging this action, one of the leaders said, "The better the quality of the milk offered to the public, the better the demand; and the better the demand, the higher would be the price paid to producers." There are to be two grades of milk. Grade 1 milk must meet all the tests and standards of the association. Grade 2, while not up to the standards for Grade 1, must be suitable for manufacturing by-products. Milk falling below second grade is to be rejected.

Another speaker said, "The French - Bauer Company has been built on service. Now let us add quality and we will become an invincible force. Remember this, you can help build up our business in the city by producing a better product and also by using every means to induce your friends and relatives in the city to take our milk."

COOPERATIVE BUTTER AND CHEESE MAKING IN MINNESOTA

From 72% to 79% of the creameries operating in Minnesota during the past 18 years have been cooperative enterprises, according to reports made to the State Dairy and Food Department. The number of active creameries in the state has varied from 722 in 1907 to 854 in 1912; and the number of cooperative plants has varied from 527 in 1907 to 646 in 1915. In 1923 there were 803 active creameries, of which number 628 were cooperative enterprises. In 1906, 76% of the total number of creameries were cooperative and in 1923, 78% were cooperative. In three of the intervening years the percentage representing the cooperative plants was 76%, and in three years 77%. In three different years 72% were cooperative and in two years 78%.

The figures below give the total number of creameries listed for each of the eighteen years, the number that were cooperative and the per cent which the cooperative plants was of the total number:

Year	Total Number of Creameries	:	Cooperative Creameries	
			Number	Per cent of Total
1906	726	:	555	76
1907	722	:	527	73
1908	751	:	566	75
1909	796	:	574	72
1910	750	:	560	75
1911	814	:	506	74
1912	864	:	621	72
1913	852	:	614	72
1914	850	:	622	73
1915	855	:	646	76
1916	848	:	644	76
1917	841	:	643	76
1918	823	:	630	77
1919	811	:	622	77
1920	830	:	642	77
1921	831	:	645	78
1922	810	:	639	79
1923	803	:	628	78

Data are available since 1914 as to the quantity of butter made by the cooperative plants. In that year 61% of the total output was made by cooperative plants and in 1923, 69% was made by this type of business enterprise, as will be noted by the figures following:

Year	Total Pounds	Butter Made by Cooperatives	
	of Butter	Pounds	Per cent
	Made		of Total
	(thousands)	(thousands):	
1914	120,806	74,079	61
1915	126,151	76,767	61
1916	132,390	79,816	60
1917	122,105	75,326	62
1918	133,060	84,236	63
1919	143,176	91,326	64
1920	139,230	91,716	66
1921	169,948	114,076	68
1922	193,907	131,000	69
1923	217,955	145,911	67

The state report, in addition to furnishing the above information, gives figures which indicate that the independent non-cooperative creamery is slowly being displaced by the centralized type of plant. Whereas in 1914 the centralizers made only about twice as much butter as the independent creameries, in 1923, the centralizers made over two and one-half times as much.

Figures are also available regarding the number of cheese factories operating in Minnesota for the years 1911 to 1923 and the number that were operated as cooperative enterprises. The percentages of cooperative plants of the total increased from 46% in 1911 to 85% in 1921 and decreased to 75% in 1923 as will be noted below:

Year	Number of Cheese Factories		Per cent
	Total	Cooperative	
			Cooperative
1911	69	32	46
1912	63	30	48
1913	70	38	54
1914	71	36	51
1915	67	39	58
1916	83	49	59
1917	83	52	63
1918	78	47	60
1919	80	59	74
1920	87	69	79
1921	81	69	85
1922	74	58	78
1923	65	49	75

SOWEGA HOLDS SCHOOLS FOR TRAINING INSPECTORS

Four schools of methods for inspectors have been held by the Sowega Melon Growers' Association. Adel, Ga., in preparation for handling the 1925 crop. Ninety-two applicants attended the fourth school and the day was spent in discussing matters pertaining to shipping and inspection of water-melons. A number of members of the association were present to lend their assistance in the instruction of candidates. Several inspectors gave practical talks telling of some of their experiences and how they had overcome difficulties which had arisen. A list of those qualifying for the inspection service will be supplied to the district managers, who will call inspectors as needed.

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NEBRASKA SEED POTATO GROWERS COMPLETE FIRST YEAR

Sales of potatoes by the Nebraska Certified Potato Growers' Cooperative, Alliance, Nebr., for the period beginning June 1, 1924, and ending April 22, 1925, including some small railroad claims collected, amounted to \$49,322. Of this, the growers received \$41,372, or 84%. Total disbursements, including the payments to growers, amounted to \$48,545, leaving a balance on hand of \$777. Salaries and travel expense came to \$2,099; brokerage to \$897; telephone and telegraph to \$325; and \$114 was spent for advertising. The remainder was largely allowances for freight on cars, for frost damage, and miscellaneous items.

This association was organized April 19, 1924, to encourage the production of seed potatoes and to provide an economical and orderly method of marketing.

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OREGON APPLE GROWERS DO EXTENSIVE BUSINESS.

Sales of the Apple Growers' Association, Hood River, Oregon, for the year ending May 31, 1925, totalled \$4,459,895, made up of the following items:

Apples.....	\$3,403,660
Pears.....	207,996
Strawberries.....	106,554
Cherries.....	37,447
Blackberries.....	2,101
Raspberries.....	7,682
Loganberries.....	735
Crab Apples.....	493
Stores Department.....	634,170
Ice Department.....	19,051

At the close of the business year the balance sheet showed total assets of \$2,562,256, and surplus available for working capital of \$675,965.

MINNESOTA GROWERS REPORTING POTATO ACREAGE

In response to requests for acreage reports more than 8,000 members of the Minnesota Potato Growers' Exchange, St. Paul, sent in report cards the first week. Fifteen hundred cards were received in one mail and they are still arriving at the rate of 200 per day. The response is nearly four times as great as last year, indicating great interest among the members, as well as a better understanding of the need of the information by the management. Members are asked to state the number of acres grown by or for them this season, the station at which they delivered potatoes last year, and the station at which they plan to deliver their crop this year.

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MICHIGAN POTATO GROWERS SIGNING FIVE-YEAR CONTRACT

Seven thousand Michigan potato growers have now signed contracts with the Michigan Potato Growers' Exchange, Cadillac, Mich., covering more than 30,000 acres for five years. In 47 local associations the membership campaigns have been completed; in a number of others the work is not yet finished; in a few localities there is a lack of interest and the work may be dropped. There are still 15 or 20 potato-shipping communities where it is believed a considerable acreage might be secured with a little effort. However, it is not the intention of the exchange to start new locals at points where local leadership and interest in cooperation is lacking. No organizations will be started unless there is good reason to believe they will be permanent.

The newly organized Michigan Certified Seed Potato Growers' Association, Inc., held its first annual meeting at Cadillac on June 12, and adopted a form of contract which runs for five years from grower to association. The association is expected to enter into contract with the seed department of the Michigan Potato Growers' Exchange for the sale of the members' seed.

The seed organization has 94 members at present and expects to have 150 before the end of the season. Its membership is limited to the State of Michigan but it was organized for all potato growers of the state who are able to meet the rigid requirements for seed production as outlined by the Michigan Agricultural College seed inspection service.

It was proposed to federate the seed potato growers with the certified grain growers in the Michigan Crop Improvement Association, thus bringing the inspection and certification of Michigan seeds all under one head, also giving the seed potato growers the advantages of being connected with the better known organization.

The report of the seed department of the Michigan Potato Growers' Exchange for the past year showed that the quantity of seed potatoes handled was practically 60,000 bushels. Of this total, 95% was sold for seed and a surplus of 5% for table use.

BIG PERCENTAGE OF WALNUT CROP SOLD COOPERATIVELY

Nearly 82 per cent of the California merchantable walnut crop of 1924 was marketed through the California Walnut Growers' Association, Los Angeles, according to the report of the general manager of that association to the board of directors. The total quantity of merchantable nuts handled by the association was 34,975,000 pounds as compared with 39,753,760 for the preceding season. Association sales, including shelled walnuts, amounted to \$9,625,530, compared with \$9,387,475 for the 1923-24 season and \$10,000,000 for the 1922-23 season. The average price received by the association for all walnuts of all grades and varieties (except shelled walnuts) of the 1924 crop was 25.4 cents a pound.

The quantity of unshelled merchantable nuts marketed each season since the association was formed in 1912 is given in the following table which was prepared from data furnished by the association. There is also given the per cent of the total crop handled by the association:

Season	Total		Association Shipments/a	
	California	Commercial Crop:	Quantity	Per cent
	(Pounds)	(Pounds)		of Total
1912-13	21,894,000		11,366,000	51.9
1913-14	22,378,354		11,582,000	51.8
1914-15	17,778,000		10,093,353	56.8
1915-16	29,654,000		18,193,074	61.4
1916-17	28,680,000		17,559,283	61.2
1917-18	30,246,000		20,087,422	66.4
1918-19	39,714,520		25,719,810	64.8
1919-20	56,896,000		39,694,448	69.8
1920-21	39,994,000		32,867,634	82.2
1921-22	40,136,000		30,531,852	76.1
1922-23	50,511,400		40,111,800	80.2
1923-24	48,810,020		39,753,760	81.4
1924-25	42,810,740		34,975,100	81.7

/a Unshelled merchantable walnuts.

It will be noted by the above figures that the per cent of the total California commercial crop handled through the association has increased from 51.9 per cent for the first year that the association was in operation to 81.7 per cent for the 1924-25 season.

The 4,307 growers, who are members of the 39 local associations which have federated to form the marketing association, control 87 per cent of the walnut acreage of the state, over a third of which has not yet come into bearing.

A deduction of $5\frac{1}{2}$ per cent of the f.o.b. selling value of the walnuts is made to cover the expenses connected with the operation of the central association. The $5\frac{1}{2}$ per cent is made up of the following items: trade discount, 1 per cent; brokerage, $1\frac{1}{2}$ per cent; advertising, $2\frac{1}{4}$ per cent; general expense, including field, inspection and legal service, $\frac{3}{4}$ of one per cent. The total deduction amounted to about 1.3 cents a pound for the season of 1924-25.

Receiving, grading, packing and shipping by the local packing houses cost on the average approximately 0.95 cents a pound for the past season, making the total deduction because of services rendered by the central and local associations about 2.25 cents a pound.

Cull walnuts were handled through the cracking plants, the meats being marketed separately from the unshelled nuts.

Owing to the reserve carried by the association and its ability to discount drafts drawn against buyers the association was able to get through the past season without borrowing money.

In his annual report the manager calls attention to the prosperity being enjoyed by the affiliated corporations. The Walnut Growers' Company, which owns the big Los Angeles plant, reduced its indebtedness by \$30,000 and paid dividends amounting to 7 per cent to its stockholders who are grower members of the association. The Walnut Growers' Warehouse Company, which does a public warehouse business, using such portion of the Los Angeles building as is not utilized in handling walnuts, has turned over \$11,500 to the growers' association since August 15, 1923.

Dividends on capital stock of 7 per cent are paid regularly by the Walnut Growers' Spray Manufacturing Company, which manufactures a dry spray and also manufactures charcoal from the walnut shells coming from the cracking plants. The capital stock in these several companies is largely held by walnut growers who are members of the association.

Two pages of the manager's annual report are given over to a discussion of prices. He calls attention to the "importance of closely analyzing the domestic and world walnut situations from both the producing and consuming standpoints." He feels that "growers often form an idea of the value of their product without taking into consideration either the foreign competitive situation or American market conditions." It appears that too much weight is given to the cost of production, whereas the supply and the demand determine the value of the product."

In discussing the association's marketing policy he says: "Such marketing success as this association has obtained is due largely to the fact that opening prices have consistently been based on the law of supply and demand rather than on the mere desire of any group of growers for a high price. As a result of this policy, the association has, with one exception, been successful in moving into actual consumption, each crop during the season of its production." (See Agricultural Cooperation, July 16, 1923, p. 6 and July 14, 1924, p. 231)

COLORADO WHEAT POOL MAKES FINAL PAYMENT

The sixth and final payment on the 1924 wheat pool was made in June by the Colorado Wheat Growers' Association, Denver, Colo. A total of 1,191,500 bushels was included in the pool. It is reported by the manager that the average price to growers for all grades and all varieties was \$1.10 a bushel. Seventy-five per cent of all wheat was delivered before October 1. While a portion of the grain received each month was sold as received, 400,000 bushels were stored and sold during the latter part of the year when prices were higher than at time of delivery.

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MINNESOTA WHEAT GROWERS SECURE TEN MILLION BUSHEL

Ten million bushels of wheat are now under contract to the Minnesota Wheat Growers' Cooperative Marketing Association, Minneapolis, and an effort is being made to reach 15 millions, which it is estimated would be more than 50% of the wheat crop of the state. The membership of the association is now more than 10,000.

At the annual meeting of the association held in Fergus Falls, June 3, the delegates considered the matter of handling the grain in several pools. It was decided, however, to continue with one annual pool, the time of opening and closing to be determined by the directors. It was also decided to set aside one cent per bushel for a permanent reserve fund, until the fund amounts to half a million,

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EQUITY UNION GRAIN COMPANY OPERATES AT A PROFIT

In the year ending April 30, 1925, the Equity Union Grain Company, Kansas City, Mo., received 3,090 cars of grain, compared with 3,220 the previous year. These shipments came from more than a hundred points in Kansas, Nebraska, Colorado, Oklahoma, and New Mexico, the largest number coming from St. Francis, Kan., which shipped 332 cars in 1925 and 247 in 1924. A comparative statement of income, expenses and profits for the past three years as reported by the management, is given below:

Year Ending	:	Income	:	Expenses	:	Net Profit
April 30	:	:	:	:	:	:
1923	:	\$52,779	:	\$31,733	:	\$21,046
1924	:	60,967	:	35,329	:	25,038
1925	:	70,834	:	39,457	:	31,377

This company was organized May 2, 1916, as a grain sales agency for the farmers' equity union exchanges tributary to the Kansas City market. It has operated continuously since that time on a strictly consignment and commission basis, and has operated at a profit.

MONTANA WHEAT GROWERS OPPOSE VOTING BY PROXY

At the annual meeting of the Montana Wheat Growers' Association held at Lewiston, Mont., June 9, a lively discussion occurred over the question of voting by proxy and by mail. A compromise was reached in the matter. It is stated in the report of the meeting that "a large and earnest group of farmers were able... to lay aside their personal and factional disputes in the united effort to pave the way for the future welfare and ultimate success of the Montana Wheat Growers' Association. This was a victory for cooperation that will have a far-reaching effect."

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SOUTH DAKOTA WINTER WHEAT POOL CLOSED

A final settlement amounting to \$150,000 for the 1924-25 wheat pool, has been completed by the South Dakota Wheat Growers' Association, Aberdeen, S. Dak. This is the second year of operation, organization having been formed on June 28, 1923. In the first season, 555,000 bushels of wheat were received from 1,000 members. During the second season the membership grew to 4,000 and the grain handled will exceed two million bushels.

A statement of the charges against the pooled wheat, as published in the association's official paper, is as follows:

Direct Charges:	Cents per bushel
Terminal charges	0.46
Farm storage and elevator handling and storage.	6.06
Interest and insurance.....	.89 7.41
Operating Charges:	
Administration expense.....	0.87
Office upkeep.....	1.10
Liquidation of office set-up expense.....	0.33
Upkeep Minneapolis and Duluth sales offices and American general office expense.....	1.75 4.05
Reserve, as provided in marketing agreement	1.54
Total	13.00

This was a reduction of 0.3 cents from the year before, although the amount placed in reserves was increased 0.54 cents, or an actual reduction of 1.34 cents per bushel.

NORTH CAROLINA COTTON GROWERS OPERATE AT LESS EXPENSE

On June 15, the North Carolina Cotton Growers' Cooperative Association, Raleigh, N. C., published the final pool prices, on the basis of which final settlement had been made for the 1924-25 season. The cotton was sold in 38 pools at gross prices ranging from 17.74 cents to 33.33 cents per pound. Growers were paid 99% of the amounts due them after deducting expenses, and 1% was invested in the reserve fund of the association for which certificates bearing 6% interest will be issued.

Association expenses for the season were \$3.22 per bale, compared with \$3.32 the previous season. Total deductions for association expenses and handling charges amounted to 1.23 cents per pound or \$6.04 per bale on the average weight of bales pooled for the season. This was \$1.79 per bale less than for the 1923-24 season.

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ARKANSAS COMPARES FIGURES FOR THREE SEASONS

A comparative statement of the operations of the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark., for its three years of operation, shows the following figures:

Year	: Bales : Handled	: Paid to : Members	: Net Cost of : Sales and : Operation	: Total : Cost : per Bale
1922-23/a	: 62,896	: \$8,357,413	: \$379,991	: \$6.04
1923-24	: /b 56,833	: 7,227,147	: 499,576	: 8.80
1924-25	: /c 60,535	: 7,180,705	: 357,449	: 5.70

/a September 15 to July 1

/b Including bales handled for Missouri and Tennessee associations.

/c Including bales handled for Illinois, Missouri and Tennessee associations.

Deliveries of cotton in the past season were about 7% greater than the preceding year, based on number of bales. However, the weight of bales was greater, making an actual increase in receipts of 11%.

None of the cotton was sold until it was delivered and classed and an orderly selling schedule was arranged and carried out. A considerable reduction in expenses was effected. The Tennessee Cotton Growers' Association, which has sold through the Arkansas Association the past two years, is arranging to set up its own sales machinery for handling the 1925 crop.

FINAL SETTLEMENT MADE FOR LOUISIANA COTTON

Final payment on 1924 cotton was completed by the Louisiana Farm Bureau Cotton Growers' Cooperative Association, Shreveport, La., with the distribution of checks to the amount of \$810,000, bringing the total sum to \$3,033,000. This was a net average price on all grades of 23.79 cents per pound. The cost of handling the 26,537 bales delivered to the association was reduced approximately two dollars per bale from the cost of the previous season. The cotton was sold in 135 pools at prices ranging from 16.99 cents to 38.61 cents per pound. Settlement was completed six months earlier than in the first year of operation.

More than six hundred new members have joined the association within the past two months.

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TEXAS ASSOCIATION PAYS MEMBERS THIRTY-FIVE MILLIONS

Under date of July 1, the Texas Farm Bureau Cotton Association, Dallas, Texas, announced that a final distribution on 1924 cotton would be made on July 15, and that this distribution would amount to \$5,772,881, bringing the total for the season to \$35,180,270. Officials estimated that 25,000 checks would be required for this final payment, and stated that these checks would go into practically every cotton-producing county of the state..

On the basis of present market conditions the executive committee has decided that the amount of the initial advance on 1925 cotton shall be \$70 a bale on all shipments averaging 500 pounds or more per bale. On shipments averaging less than 500 pounds per bale the advance will be 14 cents per pound. Growers are urged not to gin any light bales as the authorized advances are based on the agreements between the association and its lending banks which call for a standard 500 pound bale. The association directs its members to draw drafts for the authorized advance against all of their cotton. Statement is made to the effect that in case of a severe decline in the market it may be necessary to make some changes in this program.

Sales of loose cotton, covering samples from members' bales, is not yet completed, but to the first of July had brought in the sum of \$54,748. Several thousand dollars more will probably be realized from this source.

Reports from the sales department of the association show that the association's cotton has been sold in many foreign markets, including Liverpool, Bremen, Havre, Rotterdam, Barcelona, Japan and Switzerland, as well as in various parts of this country. Representatives are now in Europe studying the market situation.

Well-attended meetings are being held in various counties throughout the state and much interest is being manifested in the talks by officials of the association. At a number of points the work of the organization has been explained in the Bohemian and German languages by the head of the foreign language department of the association.

WISCONSIN POOL SETTLES FOR 1923 STEMMING TOBACCO

About \$200,000 was distributed the middle of June by the Northern Wisconsin Cooperative Tobacco Pool, Madison, Wis., in final payment on southern stemming and grade nondescript No. 2 southern tobacco of the 1923 crop. Deductions for cost of marketing amounted to 0.75 cents for sorting tobacco and 0.65 cents for stemming, per 100 pounds. A deduction of one-half cent per pound was made for working capital, for which certificates of indebtedness will be issued. The board of directors has decided that too much expense is involved in taking care of certificates of indebtedness in amounts of less than \$10, therefore, no deductions for working capital were made from very small accounts.

Preparations are being made for a careful estimate of the shrinkage on tobacco delivered since April 15. Growers will be credited with the amounts estimated and adjustments will be made at the time of the next payment.

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COOPERATIVE TOBACCO MARKETING SHOWN IN MOTION PICTURE

A new motion picture entitled "Cooperative Marketing - Tobacco" just released by the United States Department of Agriculture, tells graphically the story of how 300,000 American tobacco growers are marketing their tobacco cooperatively. Beginning with the delivery of the tobacco at the warehouse, the film shows in detail the various steps in the marketing process. Grading, redrying, "prizing," sampling, and shipping, are among the many operations involved in handling the crop. Other parts of the picture deal with office procedure followed by the cooperative associations, the issuing of warehouse receipts, the use of such receipts as collateral in negotiating loans to finance the operations of the association, the pooling of the members' tobacco according to grade, and the settlement with members as the tobacco is sold. The pictures were taken in Kentucky, Virginia and North Carolina.

This tobacco film is the second of a series of educational motion pictures on cooperative marketing, designed particularly for use by associations, extension workers, and in class rooms in connection with marketing courses. The first of the series was "Cooperative Marketing - Cotton." Both were prepared by the Division of Agricultural Cooperation.

The film is in two reels and can be secured free by those who can use it, for a limited period of time, by paying transportation charges. Address requests to the Office of Motion Pictures, U. S. Department of Agriculture, Washington, D. C.

DELEGATES FROM BIG TOBACCO ASSOCIATIONS HOLD CONFERENCE

Fifty delegates from six of the seven large cooperative tobacco associations of the country assembled in Lexington, Ky., May 29 and 30, to discuss their common problems and to bring about closer cooperation among the organizations. The delegates were divided into committees to study the methods of the different associations and to make suggestions. Committees were named on sales, office administration, warehousing, grading, redrying, storage, transportation, and other technical problems.

The committee on sales found that, because of the different kinds of tobacco handled and the different purposes for which it is used, there is no uniform sales method in use by the associations. Closer contact between the tobacco organizations was recommended, also between the heads of departments.

After several sessions the committee on field service recommended that each organization give special consideration to its field service department and that each ask the question, "Is the membership properly and sufficiently informed or sufficiently educated on problems, accomplishments, policies, and principles, to weather and storms that must come?"

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PENNSYLVANIA TOBACCO GROWERS ARE ORGANIZING

Twenty-nine Pennsylvania tobacco growers are acting as a committee to assist in the organization of the Pennsylvania Tobacco Growers' Cooperative Association to serve the tobacco growers of Lancaster and six neighboring counties.

A marketing agreement has been drafted and is being submitted to tobacco growers for signature. This agreement provides that the association shall be the agent of the grower who shall deliver to it all the tobacco produced by or for him or acquired by him. Each season's crop is to be pooled and sold according to type and grade and all proceeds returned to the grower except deductions for necessary expenses and for the creation of funds for credits and general commercial purposes. Provision is made for a membership fee of \$5.

The contract is continuous from date of execution, except that growers may cancel their contracts on October 15, 1925, if 75% of the total tobacco acreage in Lancaster County is not under contract by October 1. Furthermore, either party to the contract may terminate the same on July 1 of any year by giving due notice.

Liquidated damages in case of breach of contract by grower are placed at five cents a pound.

DANISH COOPERATIVE BACON FACTORIES DEVELOPING RAPIDLY

Data relative to the activities of 44 cooperative pig-slaughtering and bacon-curing plants in Denmark are available for the five years, 1919-23. The membership of these plants increased 7% during the five-year period. In 1919 the average number of members per plant was 3,544 and in 1923 it was 3,802. The total membership of the 44 factories for each of the five years is shown in the following table, together with the average number of members per plant:

Year	:	Total Number	:	Index	:	Members
	:	of Members	:	Number	:	Per Plant
1919	:	155,949	:	100	:	3,544
1920	:	161,330	:	103	:	3,667
1921	:	165,878	:	106	:	3,770
1922	:	166,715	:	107	:	3,789
1923	:	167,274	:	107	:	3,802

In 1919, the year following the close of the world war, the bacon industry in Denmark was at low ebb, because of the disarrangements caused by the war. But 388,898 pigs were slaughtered in the 44 cooperative plants that year, whereas in 1917 and the immediately preceding years, more than 2,000,000 pigs had been slaughtered annually. The figures show a steady gain in the number of animals slaughtered for each of the four years following 1919. The total gain was over seven-fold.

Perhaps the most significant figures are those regarding number of pigs slaughtered per member. In 1917 the average number of pigs received from each member was but 2.5, while in 1923 the average number delivered per member was 16.4, as indicated in the table below:

		Number of Pigs Slaughtered				Value of Output	
Year:	:	:	Number	:	Number	:	Per
:	Total	:	Index	:	per	:	per
:	:	:	Plant	:	Member	:	Plant
(Million Kroner)							
1919:	388,898	:	100	:	8,839	:	2.5
1920:	780,761	:	200	:	17,745	:	4.8
1921:	1,353,146	:	348	:	30,753	:	8.2
1922:	1,817,083	:	467	:	41,297	:	10.9
1923:	2,748,578	:	707	:	62,467	:	16.4

The value of the output of the 44 plants increased from 116,400,000 kroner in 1919 to 433,100,000 in 1923. The average value per plant increased from 2,600,000 to 9,800,000 kroner during the period.

TENNESSEE FARM BUREAUS BUY FERTILIZERS COOPERATIVELY

Thirty-seven Tennessee counties participated in the farm bureau fertilizer pool conducted this spring by the Tennessee Cooperative Supplies Association, which was the largest purchaser of fertilizers in the state this season.

Distribution of refunds to members who participated in the pool has just been completed and it is stated that the total saving to members was more than \$75,000. Patronage refund on acid phosphate and mixed fertilizers ranged from \$2.80 to \$5.34 per ton. In addition to these rebates the association secured a handling concession of 50 cents per ton to pay the cost of operation. Half of this, or 25 cents, was retained by the central office to pay expenses and the other half was distributed among the farm bureaus in proportion to their patronage, to pay their expenses. It is said that the pool acted as a stabilizer of prices and benefited other buyers as well as members.

Plans are already being developed for the 1926 fertilizer pool

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LOUISIANA FARM BUREAU PURCHASES SUPPLIES FOR MEMBERS

Volume of business transacted by the Purchasing Department of the Louisiana Farm Bureau Federation, Baton Rouge, La., for the year ending April 30, 1925, amounted to \$708,442, compared with \$794,086 the previous year, and \$211,920 the first year. Purchases made for the members during the past year included the following:

Nitrate of soda	7,396	tons
Acid phosphate	11,583	"
Mixed fertilizer	1,727	"
Calcium arsenate	147,450	pounds
Potato bags	39,780	bags
Rice bags	160,000	"
Potato graders	2	graders
Sweet clover seed	300,000	pounds
Alfalfa seed	10,780	"
Cotton seed	464	bushels
Certified seed potatoes	16,800	" (23 cars)
Feed stuffs, ear corn, meal, hay, etc.	53	cars
Calcutta bagging	500	yards
Perfection dusters	28	dusters

A new line of work recently undertaken is that of handling mixed feeds.

FINISH FARMERS IN NORTH CENTRAL STATES COOPERATE

Sixty cooperative associations, owned and operated largely by Finnish farmers in Northern Minnesota, Michigan and Wisconsin, are members of the Cooperative Central Exchange, Superior, Wis. Most of the sixty associations are operating stores or are conducting buying clubs for the purpose of supplying farm and household needs of their members. Thirty-four of the sixty associations are located in Minnesota, 14 in Michigan, 9 in Wisconsin, and one each in North Dakota, Illinois and New York. The New York association is located in Brooklyn.

In addition to the member associations there are 73 other organizations which have been patrons of the exchange during the past three years. Some of these are farmers' buying clubs; some, associations operating stores for farmers; and some, associations of city people. The 73 patron associations were distributed geographically as follows: Minnesota, 34; Michigan, 15; Wisconsin, 15; Massachusetts, 2; Iowa, 2; and one each in North Dakota, South Dakota, Montana, Washington, and Wyoming.

The growth of the Cooperative Central Exchange is indicated by the tables below which have been compiled from data included in the report for the calendar year 1924:

Year	: Number of Members :	: Customers :	: Total Receipts /a : Amount : Index :	: Capital /b : Amount : Index :
1917	: 15 :	: 15 :	: \$25,573 : 100 :	: \$480 : 100 :
1918	: 25 :	: 50 :	: 132,423 : 518 :	: 4,020 : 838 :
1919	: 40 :	: 83 :	: 313,663 : 1227 :	: 6,940 : 1446 :
1920	: 48 :	: 100 :	: 409,590 : 1602 :	: 10,890 : 2269 :
1921	: 56 :	: 103 :	: 312,346 : 1221 :	: 15,338 : 3206 :
1922	: 56 :	: 112 :	: 337,566 : 1320 :	: 15,292 : 3394 :
1923	: 56 :	: 103 :	: 504,177 : 1972 :	: 17,992 : 3748 :
1924	: 60 :	: 128 :	: 613,214 : 2398 :	: 21,500 : 4479 :

/a Principally sales.

/b As of December 31.

Year	: Net Profits :	: Surplus/a :	: Net Worth/a : Amount : Index :
1917	: \$268 :	: ----- :	: \$748 : 100 :
1918	: 2,062 :	: ----- :	: 6,350 : 849 :
1919	: 7,330 :	: \$1,165 :	: 15,435 : 2063 :
1920	: 6,798 :	: 4,222 :	: 21,911 : 2929 :
1921	: 3,499 :	: 4,459 :	: 23,347 : 3121 :
1922	: 1,182 :	: 4,704 :	: 22,279 : 2978 :
1923	: 5,180 :	: 5,076 :	: 23,230 : 3777 :
1924	: 5,972 :	: 5,896 :	: 33,370 : 4461 :

/a As of December 31.

The exchange is engaged principally in supplying the needs of the cooperative stores included in its list of patrons. Over two-thirds of its local receipts for 1924 came from its jobbing activities and over one-fifth came from its wholesale activities. The receipts of its bakery department amounted to \$55,406. An auditing service is furnished to patron cooperative enterprises. Last year nearly \$2,000 was expended for educational purposes.

Figures indicating the amounts of the purchases by the affiliated and other associations during the past year are available. Ninety-eight associations in 1924 made purchases amounting to over one-half million dollars. All but about \$100,000 of the total represented purchases by 53 affiliated associations. Of the 53 enterprises, 36 were stores and 17 were buying clubs. The purchases for the 36 stores amounted to nearly \$430,000 as will be noted by the tables below:

Year :	Affiliated Assns. :		Non-Affiliated Assns. :		Total
:	Number :	Purchases :	Number :	Purchases :	Purchases
1919 :	34 :	\$244,034 :	50 :	\$53,864 :	\$297,898
1920 :	46 :	317,976 :	54 :	75,314 :	393,290
1921 :	47 :	212,358 :	55 :	65,582 :	277,940
1922 :	49 :	238,656 :	63 :	82,788 :	321,444
1923 :	52 :	345,519 :	56 :	123,574 :	474,093
1924 :	53 :	480,345 :	45 :	103,990 :	584,335

Affiliated Associations Purchasing						
Year :	Regular Stores :		Buying Clubs :		Total	
:	Number :	Purchases :	Number :	Purchases :	Number :	Purchases
1919 :	18 :	\$290,282 :	16 :	\$34,752 :	34 :	\$244,034
1920 :	26 :	230,547 :	20 :	87,429 :	46 :	317,976
1921 :	27 :	165,530 :	20 :	46,828 :	47 :	212,358
1922 :	28 :	184,408 :	21 :	54,248 :	49 :	238,656
1923 :	31 :	290,195 :	21 :	55,324 :	52 :	345,519
1924 :	26 :	429,875 :	17 :	50,470 :	53 :	480,345

The 36 stores included in the above tabulation have a membership of nearly nine thousand (8,893) and employed 203 persons in 1924. The oldest of these stores, which is located at Toimi, Minn., was organized in 1904. Another store was formed in 1906. Fifteen of the stores were organized prior to 1915 and 32 prior to 1920. Five stores were organized in 1913, four in 1914 and nine in 1919.

The buying clubs are located mostly in Minnesota, Michigan and Wisconsin.

COOPERATION THROUGH TRADE ASSOCIATIONS UPHOLD

On June 1, 1925, the Supreme Court of the United States decided two cases involving trade associations, in favor of the associations. These decisions should be of great interest to cooperative associations. The cases were Cement Manufacturers' Protective Association v. United States and the Maple Flooring Manufacturers et. al. v. United States.

In each of these cases the Government brought suit under the Sherman Anti-Trust Act to enjoin the defendants from violating section 1 thereof. In the case involving the Maple Flooring Manufacturers' Association the suit was brought against this association, an unincorporated trade association, twenty-two corporations that were members thereof, and individuals who were representatives of the corporations, and the secretary of the association. Each of the corporations was engaged in the sale and shipment of maple, beech, and birch flooring in interstate commerce, and nearly all of the corporations had their principal places of business in Michigan, Minnesota, or Wisconsin. Approximately one-half of the corporations owned timber lands and sawmills and were the producers of rough lumber from which they manufactured finished flooring. The other defendants purchased rough flooring lumber in the open market and manufactured it into finished flooring, which they sold and shipped in interstate commerce.

In the year 1922 the defendants produced 70% of the total production of the types of flooring involved. Through their trade association they were collecting and disseminating information regarding cost of production, freight rates, selling prices, and were holding meetings at which views regarding the above were exchanged.

It was the contention of the Government that owing to the activities of the association there must necessarily be a concerted effort on the part of members of the association to maintain prices at levels having a close relation to the average cost of flooring reported by members, and that consequently, there was a necessary and inevitable restraint of interstate commerce, and that, therefore, the plan of operation of the association constituted a violation of the Sherman Act.

The court pointed out that it was neither alleged nor proved that there was any agreement among the members of the association (1) affecting production, (2) fixing prices, or (3) for price maintenance. The court also said in this connection, "Nor was there any direct proof that the activities of the association have affected prices adversely to consumers." Again the court said, "There is undisputed evidence that the prices of members were fair and reasonable and that they were usually lower than the prices of nonmembers and there is no claim that defendants were guilty of unfair or arbitrary trade practices." The matters to which attention has just been called should be carefully considered with reference to the holding of the court in this case.

With respect to association meetings it appears that there was no discussion of prices in meetings following the decision of the Supreme Court in United States v. American Linseed Oil Co., 262 U. S. 371, in June, 1923. The lower court, from whose decision the trade association appealed, held that its plan of operation had a direct and necessary tendency to

destroy competition, and that the methods employed by the defendants had at all times a controlling influence toward impeding the economic laws of supply and demand, and that they tended to increase prices and to stifle competition, and hence enjoined the defendants. The lower court, however, found that there was no agreement to fix prices, and that in fact lower prices were usually quoted by members of the association than by nonmembers. The government, in the Supreme Court, in addition to the case cited above, relied upon the case of Eastern States Retail Lumber Dealers Association v. United States, 234 U. S. 600, and that of the American Column & Lumber Company v. United States, 257 U. S. 377 in each of which the activities of the trade association involved was condemned. In distinguishing the cases referred to from the instant one the court pointed out that in the Eastern States Retail Lumber Dealers Association case the retail dealers involved, through their association, had blacklisted wholesale lumber dealers who sold direct to consumers, and the court said that it was obvious that this would result in a restraint of commerce which was unreasonable.

With respect to the case of the American Column & Lumber Company the court emphasized the fact that this association was formed "to cut down production and increase prices." In this connection the court said that, "It was a combination on the part of the members to secure concerted action in curtailment of production and increase of price, which actually resulted in a restraint of commerce, producing increase of price."

In regard to the case involving the American Linseed Oil Company the court pointed out that the defendants in that case "entered into an agreement, with provisions for financial forfeitures in event of its violation, for the organization and maintenance of an exchange or bureau whose function it was to gather and distribute information among the members as to all price lists covering the product of members. Members agreed, under heavy penalties for violation, to furnish to the bureau a 'schedule of prices and terms and adhere thereto- unless more onerous ones were obtained - until prepared to give immediate notice of departure therefrom for relay by the bureau to members.'"

The facts involved in the case of the Cement Manufacturers' Protective Association were generally similar to the facts in the case just discussed, and the court concluded that no violation of the Sherman Act was involved.

In view of the decisions in the two cases in question it would appear that cooperative associations and dealers or any of them engaged in the handling and marketing of farm products may freely exchange information with respect to the supply of commodities on hand, present and prospective shipments and the prices received for them. Under the Capper-Volstead Act, it is quite clear that cooperative associations which come within its scope may engage in activities of the types just referred to. The decisions herein discussed furnish an additional reason for the conclusion that cooperative associations may engage in such activities, and, as indicated above, there appears to be no reason why dealers may not, either independently or in connection with cooperative associations, freely exchange information concerning the farm products that they are engaged in shipping and marketing, provided that the various parties interested continue to have freedom of choice with respect to the marketing of the products they are engaged in handling.

L. S. Hulbert.

PEANUT ASSOCIATION REDUCES EXPENSES

A reduction in expenses amounting to \$4.55 per ton for the past season, was reported at the annual meeting of the directors of the Georgia Peanut Growers' Cooperative Association, Albany, Ga. For the period July 1, 1924, to May 25, 1925, the overhead expense was \$3.75 per ton, while the corresponding period of the previous year it was \$8.30 per ton.

An initial advance of \$65 per ton for No. 1 peanuts was made throughout the season. The membership is reported to be about 25% greater than a year ago and "far better versed in the principles and methods of cooperative marketing."

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NEBRASKA WOOL GROWERS JOIN PACIFIC COOPERATIVE

A group of wool growers in Central Nebraska have recently enrolled as members of the Pacific Cooperative Wool Growers, Portland, Oregon, and shipped their wool to the warehouses of the association in Boston where it will be graded and put in shape for market. This group is the farthest east of any group of members of the association. The group farthest south is in Southern Arizona, and that farthest north is on the Aleutian Islands, off the coast of Alaska. A number of Texas sheep growers, it is reported, may join the association soon.

At the present time the association warehouses wool at Portland, San Francisco and Boston, and maintains sales offices at Boston and Philadelphia. It has direct mill salesmen who call on the woolen mills on the Atlantic Coast weekly.

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JOINT ORGANIZATION WORK IN ALBERTA

A form of triple alliance is reported from the Province of Alberta, as the livestock, dairy and poultry interests are carrying on joint organization work for their respective pools. Five hundred joint meetings have been arranged with 40 sets of speakers. The objective of the Poultry and Egg Pool is 250,000 hens and confidence is expressed that this number will be signed up.

The Alberta Government Cooperative Poultry and Egg Marketing Service is operating plants at Edmonton and Calgary. At the former plant 15,000 day-old chicks have been marketed and the demand greatly exceeded the supply. Eggs are being received at the rate of 700 cases per week and producers are being paid 24 cents for extras, 20 cents for firsts, and 16 cents for seconds. Most of the eggs received during April and May were stored. At the Calgary plant 20,000 cases were handled during 1924.

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A CORRECTION

The Burley Tobacco Growers' Cooperative Association is located at Lexington, Ky., and not at Hopkinsville, Ky., as erroneously stated on page 275 of the issue of this circular for July 6. The Dark Tobacco Growers' Cooperative Association has its offices at Hopkinsville.